

Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 EB-11 CIAE-00 INR-10 NSAE-00 RSC-01

DRC-01 /049 W

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R 050900Z DEC 73 ZFG

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 7331

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E.O. 11652: N/A

TAGS: BGEN, BEX, PFOR

SUBJECT: FMC SIGNS MILLION DOLLAR CONTRACT WITH BULGARIANS

REF: SOFIA 1474 AND A-196

1. ON DECEMBER 3, FMC (FARM MACHINERY CO OF CALIF) AND BULGARIAN MINISTRY OF AGRICULTURE SIGNED A CONTRACT UNDER WHICH FMC WILL PROVIDE BULGARIA WITH EQUIPMENT, TECHNOLOGY AND MANAGEMENT FOR A FOOD PRODUCING COMPLEX. TOTAL VALUE OF THE CONTRACT IS JUST OVER ONE MILLION DOLLARS. FMC PRESIDENT MANFRE AND BULGARIAN DEPUTY MINISTER FOR AGRICULTURE DZHAMBOV SIGNED THE CONTRACT. CHARGE' ATTENDED DINNER AND SUBSEQUENT SIGNING CEREMONY.

2. SUCCESSFUL CONCLUSION OF NEGOTIATIONS CAME AFTER SERIOUS BREAKDOWN IN TALKS WHICH CAUSED MANFRE TO SEND HIS FOUR-MAN NEGOTIATING TEAM HOME. DEADLOCK WAS BROKEN ONLY AFTER RETURN FROM MOSCOW OF FIRST DEPUTY MINISTER FOR FOREIGN TRADE LUKANOV ON DECEMBER 1. DIFFICULTIES AROSE WHEN BULGARS BEGAN STALLING BY QUESTIONING EVERY ITEM IN CONTRACT AND INSISTING ON FMC COST FIGURES. BELIEVE STALLING LINKED TO PARTY PLENUM ON AGRICULTURE WHICH CAME DURING NEGOTIATIONS AND BULGARS NOT PREPARED TAKE ACTION UNTIL OUTCOME OF PLENUM KNOWN.

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FACT IS PLENUM SUPPORTS SUCH CONTRACTS.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Concepts: FARM EQUIPMENT, AGRICULTURAL DEVELOPMENT, AGRICULTURAL PROGRAMS, CONTRACTS
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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: golinofr
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
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